

MONTANA

MONTANA OFFICE OF TOURISM LEADS
TTGINCONTRI, ITALY
OCTOBER 2012

Press Tours
Via G. da Procida, 35/1
20149 Milano
Italy

COMMENTS

TTGIncontri12: Press Tours has been active as a tour operator for over 30 years. It is specialized in long-range destinations with a focus on the American Continent. The head office is in Milan with branches in Florence and Turin, and with openings in Genoa and Cancun. Well respected in the travel agents market, thanks to their unique online reservation system in the Italian market -- "Chiara" -- which allows users to autonomously obtain quotes for packages of hotels with direct and scheduled flights. TTG Incontri 2011: Met with Mr. Maurizio Di Bella. Is featuring our region. Would like to be on newsletter lists and special event notifications. Annalisa please send brochures. Has featured some ranches in MT and WY.

All That World
Andrea Antonelli
Salita San Salvatore Viale, 1/34b
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a.antonelli@atwge.it

COMMENTS

TTGIncontri12: All that World provides consulting for the most important long-range destinations with strong focus on North America. It is specialized in planning customized group tours. Mr. Antonelli attended Mega Fam 2006 WY-ID when he was at Kuoni Italy. Met with Andrea. Working with tour operators as a travel consultant. Offers customized group tours and FIT. Uses the classic itinerary in/out Denver and touching Black Hills and YNP. Asked about the Linx transportation system now at YNP -- please follow up with more information. Needs ideas to promote region that are specific for groups (8-10 people). Discussed the many scenic byways in the region. Referred to www.realamerica.it for more information. has been to all four states. Annalisa please follow up.

Intertravel co srl - Sherman Viaggi
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COMMENTS

TTGIncontri12: Tour Operator based in Florence specialized in US destinations, mostly honeymooners and repeaters. They offer fly/drive, escorted and tailor made travels with a wide portfolio clients from medium to high end budget. Met with Luciano Loi. Is working on a small escorted group tour for mid to late August. Trip will be around 2 weeks long and will start and end in Denver. Needs an Italian escort with local step-on guides. Wants to work with Gary -- please follow up with specific product and sample itineraries. Needs XML password to access RMHTours online booking system. Gave Roundup information and will follow up with official information.

Unusual & Unique Hotels of the World
Sharla Ault
United Kingdom
www.uhotw.com
sharlaA@uhotw.com

COMMENTS

TTGIncontri12: Met with Sharla Ault. She had met with Annalisa at recent consumer show NO FRILLS. Is looking for unique and unusual accommodations in our region that could be added to her book. Already offers Dog Bark Park, but nothing else in the region. Mentioned Old Faithful Inn, Granite Park Chalet, AmericInn in Rexburg, Modern hotel in Boise, teepee stays and Glamping. Mathias follow up with request to states for more information. Send to Annalisa who can work direct with Ms. Ault.

I Viaggi Del Delfino
Mirella Castagna
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COMMENTS

TTGIncontri12: Tour operator working in Australia and Polynesia, UAE, Indian and Indian Ocean, Mexico, Caribbean and Latin Am., USA and Canada, Far East, Tunisia. Has a proper Travel Agency network, some of them affiliated in the Campania Region. Visits Powwow every year and is a member of the Association Visit USA Italy. Promotes FITs, self drive itineraries and escorted tours. Works with several USA based receptives. One of the strongest and most reliable tour operators serving central & southern Italy. Met with Ivana. Discussed gateway cities. Currently uses L.A. Was interested in Denver. Mentioned Boise and Roundup 2013. Our region is less requested. Annalisa please follow up for product development.

Alidays
Davide Catania
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<http://www.alidays.it>
davide.catania@alidays.it

COMMENTS

TTGIncontri12: A very dynamic and aggressive tour operator and the leader in technology and advanced booking via web. No brochure. Highly specialized in tailor made travels. Offer a wide range of services, including hotels, transfers, excursions, car/RV/motorcycle rentals, fly/drive itineraries, escorted, ranch holidays. Attends Powwow each year. 68% of their business is U.S. During TTG 2012 Alidays presented an ecosustainable project called "Be Different, Be Green" for travelers looking for nature and ecotourism. They registered +9% over 2011 especially for Australia, Africa and Indian Ocean but the major core business is USA. COOP MARKETING RMI: Have finalized 1st consumer oriented presentation and event organized in Treviso (North East Italy) in cooperation with the local travel agency Sbrojavacca on Sept. 25th started at 7:30 pm. Presented the 4 States with official video and introduced each state. Alidays presented various travel packages in the RMI region. Attendance of 40 potential clients. Every year Alidays staff attends Round-Up and Mega Fam with pre and/or post fams. Met with Giuseppe Gerevini. This year is focused on fly/drive with a Rocky Mountain theme. Works host-to-host. has clients interested in mountain biking. Mentioned GTNP, Beartooth Pass, Denver B-cycle, Black Hills (Mickelson PW12: Winter package not selling so well. Use Travalco program for FIT's and RMHT. Gave update on new product and talked a little about Ninepipes. Has had someone on Megafam last couple of years. His brother is attending the Roundup. PW10: Mutual request with Davide Catania . Has a B2B website where he needs more video. Working with RMHT. Has a YNP/GNP tour and does not like to combine with Canada because of the border crossing. Has given presentations in different cities and has 6 or 7 coming up soon. Will be doing this with the RMI Italian office. Does have our driving series video and Story Book Video

Reimatours
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COMMENTS

TTGIncontri12: Reimatours is an Italian company founded in 1989 as outgoing tour operator. The company is staffed by a team of experienced professionals and the management has over 40 years of experience in all branches of tourism field. Major destinations are: USA, Canada, sea extensions in the Caribbean's - including US Virgin Islands and Hawaii - Polynesia, Fiji, Mexico and Seychelles. This year Reimatours publishes a unique brochure of 132 pages downloadable from their website. They offer a wide range of services such as escorted tours, self drive and motorcycle itineraries, rent-a-car, motor home rental as well as FIT, accommodations, transfers, city sightseeing and excursions. Luca attended Round Up Boise 2009 and Rapid City 2011. Never attended Mega Fam. Met with Luca. Wants to introduce a new self-drive motorcycle tour to our region and perhaps a group tour based round line dancing theme. Line dancing is growing in popularity in Italy and Luca believes that hey can capture this niche market and base it in our region. Reports that Reimatours sent around 200 people to our region last year. Discussed Roundup in Boise and Luca will really try to make it. Italy10/11:

Travel Makers Tour Operator

Valeria Corsani

Piazza G. Bovio, 8

80133 Napoli

Italy

<http://www.travel-makers.it>

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COMMENTS

TTGIncontri12: Niche tour operator specialized in the USA, Canada, Caribbean, French Polynesia and Mexico. Formed in April 2010 with the purpose of offering a very professional, qualified tailor-made program, satisfying all or their clients. Their slogan is: make your travel experience a life experience! Provide FITs, escorted groups, self drive tours, motorbiking and car rentals. Works with regional based USA receptives like TeamAmerica, Gastaldi, Hotelbeds, RMHTours, Bonotel, and Travalco. Met with Valeria Corsani and Rosanna Nicastro. Offers the Travalco fly/drive itinerary Cowboys and Indians. Will suggest new ranches for their next brochure which covers 2013-2015. Very nice brochure. does not offer reservations online, only consulting. Brought up Roundup. Does not currently cover Idaho. We went in-depth in Idaho product and hope to get her to Roundup in Boise. Annalisa please follow up with an invitation. TTG Incontri 2011: Met with Valeria. Features National Parks in our region and the US. Features Travalcos Cowboys & Indians tour in their catalog.

NAAR

Gianluca Cusin

via Mario Pagano 40

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<http://www.naar.com>

Gianluca.cusin@naar.com

COMMENTS

TTGIncontri12: Web based tour operator based in Milan. Only a general brochure featuring places and suggested travels, and a very sophisticated website for online bookings. Naar visits PowWow every year. Their expertise is one of the most valuable: always searching for new routes and itineraries. They also design the entire portfolio of travels on behalf of Touring Club Italiano, the oldest and most recognized association of travelers (comparable with AAA in the USA). XML available. Met with Lucia Alessi. RMHTours staff need to be in touch with Naar regarding XML. Gary, please confirm with your staff. Brochure will be finished by January. Needs a new itinerary from Gary for Touring Club Italiano. Needs a good Italian speaking guide. Annalisa, please keep in contact. RU12: Mrs. Cinzia Mandelli – prefam Minneapolis and postfam SD Italy01/12: Naar has promoted Sturgis SD Motor Rally 2012 with Eaglerider for a tour of 9 days-8 nights, escorted. Also a Tour by bike from Seattle to Denver in July and August 2012 for 16 days and 15 nights, escorted. Italy12/11: Have invited Lucia Alessi to the Roundup 2012. Have confirmed recording of the # 10 webinar trainings/focus on RMI with Naar T/O, on January 4, 2012. Have prepared all ten power point presentations for the purpose, each with a minimum of 6 up to a maximum of 10 slides. They have completely revised website with on-line reservation options for various levels of travels (easy, sophisticated, self-drive, tour with cruising, hotel bookings only, flight bookings only) also featuring the option BEST BUY, enabling agencies to compare prices, thanks to the interface with 20 different suppliers. The launch will occur during their 2012 Roadshow developed in major Italian cities. The website comes along with the education to the trade also available on-line with the Webinaar tools. Naar has renewed the partnership with Touring Club Italiano (similar to AAA in the USA), serving 350.000 Italian members of this historic association of travellers. Italy11/11: Have coordinated and planned the new promotional and marketing web tutorial trade tool WEBINAAR with the T/O Naar World Wide Tours in Milan, RMI Italy will prepare ten mini power point presentations focused on some specific topics of RMI region, to be broadcasted with voice of Rep. explaining major highlights. WebiNaar will be available to the trade by February 2012. Webinaar is a YouTube Channel dedicated to the tutorials and seminars on Travel Products. The website www.naar.com, Newsletters, Naar TV in YouTube, Facebook, and dedicated Blogs are just some of the platforms used for the tutorials prepared and planned for the trade. Visibility is immediate and measurable. Naar works with 12.000 travel agencies in Italy, among these 6.000 are active annually. Naar will send a weekly newsletter via e-mail to 18.000 travel agents These instruments are welcome and are the channel to position products or targeted campaigns. MegaFam11: Mr. Gianluca Cusin attended

Uvet Viaggi e Turismo
Simona Delmonte
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sdelmonte@uvet.com

COMMENTS

TTGIncontri12: Did not receive a business card. Is developing tour operating business. Not currently servicing all of Italy, only travel agencies that are members of Uvet. Does host-to-host XML. Will be serving all Italian agencies soon. Is interested in activities and wants to give travel agencies more information to increase their product knowledge. Has some special interest markets -- Adventure, Honeymooners and Packages. Sends updates and news to their agency network every Monday and is looking for something new and different. Is redesigning website and doing more social media. Is big on business travel but also leisure. Annalisa, please follow up with What's New, etc.

I Viaggi Del Delfino
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COMMENTS

TTGIncontri12: Tour operator working in Australia and Polynesia, UAE, Indian and Indian Ocean, Mexico, Caribbean and Latin Am., USA and Canada, Far East, Tunisia. Has a proper Travel Agency network, some of them affiliated in the Campania Region. Visits Powwow every year and is a member of the Association Visit USA Italy. Promotes FITs, self drive itineraries and escorted tours. Works with several USA based receptives. One of the strongest and most reliable tour operators serving central & southern Italy. Met with Ivana. Discussed gateway cities. Currently uses L.A. Was interested in Denver. Mentioned Boise and Roundup 2013. Our region is less requested. Annalisa please follow up for product development.

Etnia Viaggi
Antonio Falcone
Italy
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antonio@etniaviaggi.it

COMMENTS

TTGIncontri12: Small tour operator based in Treviso specialized in tailor made travels, escorted and fly/drive. Would like to improve their programs in the USA, especially in the RMI region. Had a meeting with RMI-Italy in September of 2012 in order to present our destinations. Met with Antonio Falcone. Is looking for something specialized in the Rockies. Is looking for specialized receptive operator to book region. Referred to A4Y and RHHTours. Gary went through his product -- please follow up. Wants to expand product with a customized tour for 10 people (7-8 days). Antonio will email Gary at the end of November. Annalisa please follow up with more information.

Billabong
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COMMENTS

TTGIncontri12: Met with Paolo and Stefano Gnerucci of Universalturismo. Billabong is not having the best year and not as good as 2011. Looking forward to 2013. Covered new product on what's new sheets.

Universalturismo
Stefano Gnerucci
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Italy
<http://www.universalturismo.com>
stefano.gnerucci@universalturismo.com

COMMENTS

TTGIncontri12: Travel Agency founded in 1947 with a license of tour operator. US destinations make up about 50% of the agency's business thanks to the many medical conventions and meetings that they plan throughout the year for their leading pharmaceutical industry clients. US bound business and leisure travels and honeymoon travels are also a significant component of their activity. Mr Gnerucci attended PowWow in 2012 and attended Mega Fam in SD-MT in 2008. Every year he organizes a successful evening presentation for honeymooners in January where we have the opportunity to present RMI region. Met with Stefano Gnerucci and Paolo of Billabong. Billabong is not having the best year and not as good as 2011. Looking forward to 2013. Covered new product on what's new sheets. 65 Years of Experience: UNIVERSALTURISMO Travel Agency & Tour Operator opened its doors in 1947 in Florence, Italy. At present moment with 30 employees, headquarter in Florence , another office in Lucca It is a full service IATA Agency and is involved in tourism to 360°: Business Travel, Congresses, Incentives and Leisure Travel. UNIVERSALTURISMO is also a DMC and full-service incoming Tour Operator. We creates original tailor-made programs both for Individuals or Groups. PW12: Needs the Rodeo and PowWow list, updated on what's new. Asked about Robert Redford film in MT, Horse Whisperer. Wants Powwow Posters. works well with Olga.

Il Tempo Ritrovato Viaggi
Nadia Kokeza
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www.iltemporitrovato.com/booking.iltemporitrovato.com
nadea@iltemporitrovato.com

COMMENTS

TTGIncontri12: Italian tour operator since 1991 specialized in USA, Canada, Hawaii, Polinesia, Cook Island and Australia. Met with Nadia Kokeza. Has a new brochure for fly/drive and escorted tours. Online booking system is both B2B and B2C where you can book hotels, flights, transfers, activities, self drive, and guides tours. Works with many larger US receptive operators. Referred to RMHTours and A4Y for customized product and experts in the region. Invited to Roundup in Boise and gave an information sheet along with What's New for each states.

Viaggi Dell'Elefante
Riccardo Minozzi
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COMMENTS

TTGIncontri12: Tour Operator based in Rome specialized in luxury travels and tailor made travel. They have a special section called ECO LUXURY, a collaboration of the best retreats in the world. It represents the new top quality brand which combines all that is ecologically and socially responsible with all that represents excellence in hospitality services and authentic experience, demonstrating that the two can go hand in hand. Amangani resort in Wyoming is featured in this section. 2012 RMI Product -- Rocky Mountain Parks and Yellowstone (Fly/Drive between Canada, Montana and Wyoming). Met with Riccardo Minozzi. Company is wellknown for customers who are interested in escorted tours. Reported that his trip was absolutely fantastic for his first time to the region. Said every day was better than the last. Would like to plan an escorted tour to the region. Would be 10-12 days, and he suggested his idea would be in Denver, Black Hills, YNP, JH and out SLC. He likes Red Lodge and Jackson Hole. We mentioned the Cody Night Rodeo as an addition. Would like the trip to leave Italy at the end of June to be at Mount Rushmore for the 4th of July. Group would be 28 people max (no kids). We mentioned that 24 people would be better. Mentioned a new motorcoach company in Denver. Mentioned accommodations in Custer State Park, Creek Side Cabins, Cambria Suites in Rapid City. Could fly out of Jackson Hole. Will work with Gary on developing the itinerary. Next month will start to work on brochures - 64 pages of U.S. and South America. Gave Roundup information. Annalisa please follow up.

Racconti dal Mondo Nuovi Orizzonti srl
Ivana Potocki
Italy
www.raccontidalmondo.it
ivana.potocki@raccontidalmondo.it

COMMENTS

TTGIncontri12: Met with Ivana Potocki. Racconti dal Mondo is a tour operator offering fly/drives with main clientele being honeymooners who have lots of time and money. Is reconfiguring their product. Gary gave his tariff. Covered general aspects of the region. Has worked with the Goosewing Ranch. Referred to Annalisa for product development. Gave Roundup information.

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COMMENTS

TTGIncontri12: Tour Operator based in Florence specialized in US destinations, mostly honeymooners and repeaters. They offer fly/drive, escorted and tailor made travels with a wide portfolio clients from medium to high end budget. Met with Luciano Loi. Is working on a small escorted group tour for mid to late August. Trip will be around 2 weeks long and will start and end in Denver. Needs an Italian escort with local step-on guides. Wants to work with Gary -- please follow up with specific product and sample itineraries. Needs XML password to access RMHTours online booking system. Gave Roundup information and will follow up with official information.

Blueberry Travel Company
Stefano Serra
www.blueberrytravel.it
stefano.serra@blueberrytravel.it

COMMENTS

TTGIncontri12: Small regional tour operator based in Sardinia Viareggio. Specialized in FIT, tailor made tours. Keen in offering off-the-beaten track self-drive itineraries as well as most known destinations. Booking online available for travel agents and final clients too. Met with Stefano Serra. Blueberry Travel was established in 2010. Tag line is "Blueberry Travel: Small & Juicy." U.S. is their most popular destination. Offers mostly East & West coast tours, including a coast to coast tour with four nights in our region. Locations visited are Rapid City and YNP. Is planning a group tour next year. Has focused clientele with specific interests. Has worked with key bloggers in Italy to promote product. Has a blogger in Italy that loves the West. Offers Package tours with customized product. Puts basic itinerary online and then caters to clients interests. RMHTours and A4Y please send sample itineraries and tariffs. Annalisa please send Roundup information and invitation.

Konrad Travel
Gianluca Sposito
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Italy
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gianluca@konradtravel.it

COMMENTS

TTGIncontri12: Met with Francesco Guili. U.S. bookings are going very well. Thanked Gary for assisting his clients, in particular recent visitors who forgot all of their credit cards and Gary was able to provide a temporary loan. Has an increase in honeymooners to the U.S. Has all new website with new escorted and fly/drive product. TTGIncontri: Saw Gianluca in Italy, the group met him for dinner in Bologna before flying home.

RU11: Gianluca attended Roundup in Rapid City. Has Canadian tour that includes GNP, on the Denver Fly Drive and a Travalco escorted tour. Now booking ranches.

Auratours Vacances Italia
Cinzia Terrizi
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cinzia.terrizi@auratours.it

COMMENTS

TTGIncontri12: Created in 2002 and specialized in North America, Central and South America, Middle East, Japan and Indochina offering escorted tours, groups and individuals, accommodations, tailor made tours. Works with both printed catalogues and online and uses social networks. Visits Powwow last 4 years. Member of the Visit USA Association Italy. Uses various receptives based in North Am. Met with Francesco Chillemi and Cinzia Terrizi. Had an immediate question about Denver and what city centre means as they have received complaints that the hotel they are sending clients to is not actual in the downtown Denver area. Covered downtown areas in Denver and properties to look at. Cinzia is working on a new itinerary, but will publish the same product this year that they had last year. Might add some ranch product. Annalisa please follow up with more information and a Roundup invitation.

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COMMENTS

TTGIncontri12: Small tour operator based in Verona and specialized in motor biking with a dedicated website: www.altrimentiviaggiinmoto.com. Offers self drive, guided and customized tours. Ms. Zaffani attended Mega Fam ID-MT in 2011 and Round Up Buffalo 2012. Met with Martina Zaffani. Is putting together a new education program for April 20-27, 2013 with Eaglerider. Needs assistance with lodging. If the April dates do not work for a motorcycle tour due to weather, she may have to take the trip to Florida, but is advocating for our region. Needs to talk to Eaglerider CEO to see if she can postpone the trip to September so that she can go to our region. The trip would include 10 motorcycles with a max of 20 people. Offers plenty of RMI product and specifically sent 35 people to the Sturgis Motorcycle Rally. Is the #1 producer in Italy for Eaglerider. Will send 3-4 group quotations to Gary. Is looking for rooms during the Sturgis Rally. We mentioned Keystone. Will need XML information from Gary as they will soon be purchasing new host-to-host software. Annalisa please follow up. Looking for ranches, receptives, itineraries for bikers and tourism offices and cvb's.

RU12: Martina showed me her latest brochure with the megafam from Sept 11, MT/ID highlighted. Doing a Harley tour, needs bike book. Would really like to find a local Italian speaking guide to be able to sell the area, the guide does not have to ride a motorcycle.

Italy12/11: Have invited Martina Zaffani to the Roundup 2012 MegaFam11: Mrs. Martina Zaffani, Owner attended Italy08/11: Sent one press kit for to Martina Zaffani scheduled to attend Mega Fam 2011

Travel Agency based in Verona specialized in escorted, fly&drive, groups, honeymooners and very strong in motorbiking tours. They have a specific section on their web with motorbiking tours in USA. They would like to improve their programs.

VIA Travel Design
Antonio Zanetti
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COMMENTS

TTGIncontri12: Walkup appointment with Mr. Zanetti. Currently has no product in the region. Is looking for unique offerings to build a program in our region. Discussed classic itinerary in/out Denver, Cheyenne, Ft. Laramie, Black Hills, Devils Tower, Sheridan/Buffalo, Red Lodge, Cody, YNP, GTNP, JH, Casper. Also mentioned ideas for events in the region - Powwows, rodeos, Glamping. Looking to offer for groups of 10-16 people. Also discussed whitewater rafting in Idaho, wineries, Boise, ranch product and GNP. RMHTours, A4Y, please send sample itineraries and follow up product tariffs. Annalisa follow up for more information and materials if needed.